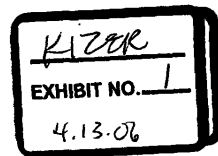


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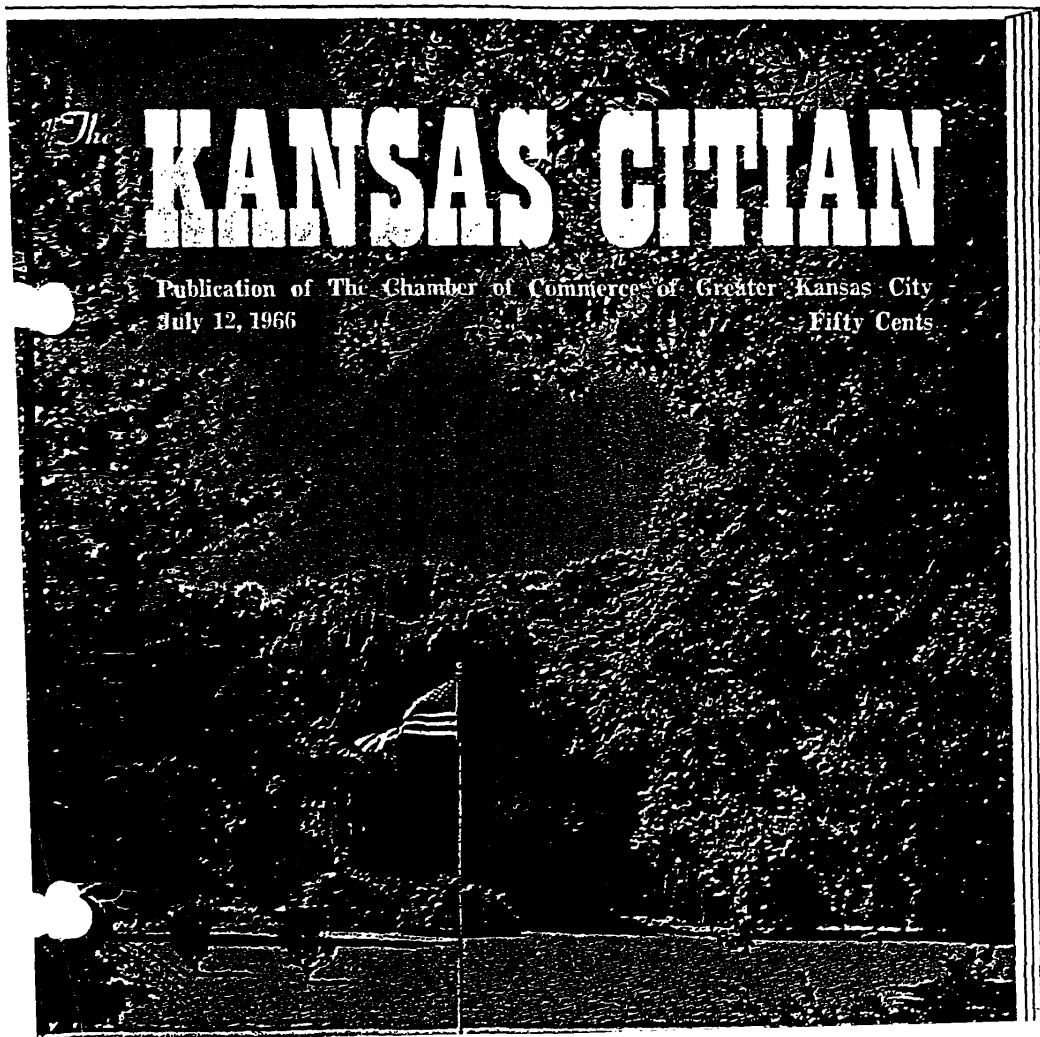
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Publication



This is Thompson-Hayward...

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Subj. is Stipulation of Confidentiality &
Order, Seale, et al. v. A.P. Green
Refugees, et al., Jackson County, MO,
Case No. 95-CV-00058

THAN 010318

Thompson-Hayward Nears 50 Years Of Success

One of Kansas City's most rapidly expanding firms is Thompson-Hayward Chemical Company—located on a 100-acre tract about 20 minutes from downtown Kansas City, in Wyandotte County, Kansas. The firm, which will celebrate its 50th Anniversary on February 1st of next year, manufactures and distributes industrial and agricultural chemicals and related products.

When founded as a chemical distributor in 1917 by Charles T. Thompson, Thompson-Hayward consisted of a headquarters office and warehouse in Kansas City, Missouri, and a sales office and public warehouse in St. Louis. Capitalization was \$8,000—of which \$1,700 was in cash.

Today, Thompson-Hayward not only still functions as a chemical distributor, serving 77 major companies, but also manufactures basic chemical products which it sells on a nationwide basis. The company's four divisions—Industrial Chemical Division, Agricultural Chemical Division, feed additives (known as the Philips-Roxane Division), and Laundry Division—serve more than 40 thousand customers. The company maintains modern sales offices and warehouses in 35 major centers throughout the United States. Last year its sales were more than \$50 million.

Plant facilities, laboratories and headquarters offices are located in Kansas City, Kansas. Other plant facilities and laboratories are located in Memphis, New Orleans, Dallas and Lubbock, Texas; Des Moines, Indianapolis, Greenville, Mississippi; Pecos, Monday, Llano and College Station, Texas and Fresno, California. Thompson-Hayward in 1961 became a wholly owned subsidiary of Philips-Electronics and Pharmaceutical Corporation, a firm listed on the American Stock Exchange.

Agricultural Division

Thompson-Hayward and its affiliate in the southeastern United States, Planters Chemical Corporation, are outstanding regional formulators and distributors of agricultural chemicals. Through its combined resources it is able to achieve national distribution of pesticide products from the western fruit and vege-

table areas to the southeastern tobacco region as well as the potato areas of the northeast.

Part of the success of Thompson-Hayward's agricultural activities lies in its emphasis on research and development. The company's activities in this area have increased 1,000 per cent in the last five years. Included in this increase are five research and development regional offices whose directors are responsible for screening and developing new compounds on actual test plots. These directors also exchange regular visits with pesticide stations in colleges and universities in 49 states.

Even with its increasing basic development work, Thompson-Hayward has maintained its service of distributing chemical products for all major agricultural companies. Its customers, knowing they can depend on T-H for materials when they need them, are relieved of the problem of excessive inventory investments and storage and handling costs.

Another recent development of the T-H Agriculture Division is in the addition of a Consumer Products Group. At the moment several T-H herbicides and insecticides are packaged for use in the home and garden. Further tests are underway in several parts of the country to determine new additions to the T-H consumer line.

Industrial Division

Thompson-Hayward's industrial chemical products range from abrasive shot and grid and acetic acid through zinc sulfate—509 products in all. In this field also the company functions mainly as a distributor, although it recently has developed several chemical products which it both manufactures and sells. These basic materials include T-MULZ brand emulsifiers, T-DET surfactants, and industrial cleaners, all of which are the product of T-H manufacturing technology.

Much of the T-H success in industrial chemicals is again dependent on its processing facilities. The company has modern warehouses for its Industrial Division located in 19 major industrial centers throughout the U. S. and a complete technological service and laboratory staff to help solve technical problems for its customers.

Philips-Roxane Division

The Thompson-Hayward Philips-Roxane Division manufactures feed additives for livestock. This includes a complete line of vitamins, minerals, antibiotics, microingredients and premixes that are sold to feed mixers and manufacturers.

The Philips-Roxane Division's Kansas City location makes it a national company with basic manufacturing and distribution right in the middle of the live-

An aerial view of the
Thompson-Hayward
Chemical Company.



stock belt. And the recent completion of its Kansas City area manufacturing plant makes it a leading basic producer of Choline Chloride, a livestock and poultry vitamin supplement.

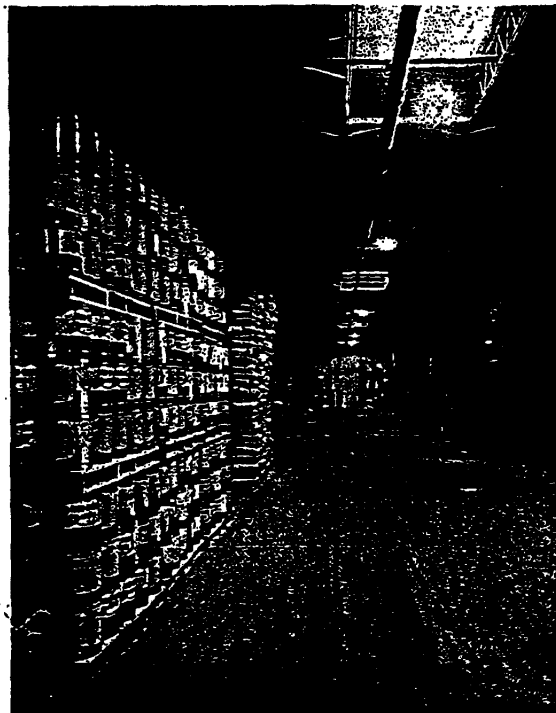
As with other T-H divisions, research and development has played an important role in T-H growth. Nutritional and scientific teams develop and test feed efficiencies from basic vitamins, minerals and antibiotics. The results of these tests is then put to work for Philips-Roxane Division customers.

Laundry Division

The Laundry Division follows closely the operation of the various other T-H divisions. It functions as a distributor for major chemical companies and also manufactures and distributes its own basic compounds.

Recently, this division introduced a new synthetic laundry detergent called HY-SOL which is vastly increasing its influence in the laundry field. This new detergent is biodegradable and nonionic, which means it will break down and decompose after use—solving a problem of the laundry and detergent industry of detergents not breaking down and ultimately contaminating water supplies.

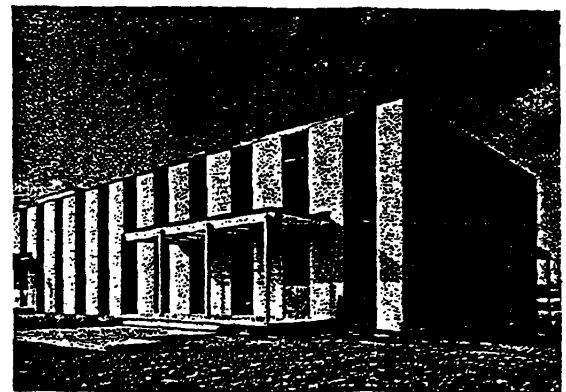
Thompson-Hayward Chemical Company has grown with the Midwest. It has grown with the general industry and it has grown because of agricultural innovation and automation. But mostly, it has grown because through research and planning it has been ready for its opportunities. As new opportunities materialize, T-H feels sure of continued growth.



(above) Liquid chlorine cylinders are filled for delivery to Thompson-Hayward industrial customers.

(left) More than a million square feet of warehouse space keeps Thompson-Hayward products ready for instant delivery to both agricultural and industrial customers.

(below) T-H Kansas City Research Center specializes in applied research and quality control for both agricultural and industrial products.



Subj. to Stipulation of Confidentiality &
Order, Seale, et al. v. A.P. Green
Refractories, et al., Jackson County MO
Case No. 00-CV-207056

THAN 010320



THOMPSON-HAYWARD CHEMICAL COMPANY

Manufacturing Facilities

College Station, Texas
Dallas, Texas
Des Moines, Iowa
Fresno, California
Greenville, Mississippi
Indianapolis, Indiana
Llano, Texas
Lubbock, Texas
Memphis, Tennessee
Monday, Texas
New Orleans, Louisiana
Pecos, Texas

Sales Offices

Chicago, Illinois
College Station, Texas
Dallas, Texas
Davenport, Iowa
Denver, Colorado
Des Moines, Iowa
Fresno, California
Gainesville, Florida
Greenville, Mississippi
Harrisonburg, Virginia
Hood River, Oregon
Houston, Texas

Indianapolis, Indiana
Little Rock, Arkansas
Llano, Texas
Los Angeles, California
Lubbock, Texas
Medford, Oregon
Memphis, Tennessee
Minneapolis, Minnesota
Mobile, Alabama
Natchitoches, Louisiana
New Orleans, Louisiana
Oklahoma City, Oklahoma
Omaha, Nebraska
San Antonio, Texas
Shreveport, Louisiana
St. Louis, Missouri
Tulsa, Oklahoma
Wichita, Kansas
Yakima, Washington

Affiliate Company

Planters Chemical Corporation
Norfolk, Virginia

Planters Sales Offices

Albany, Georgia
Fayetteville, North Carolina
Newark, Maryland

Subj. to Stipulation of Confidentiality
Order, Soule, et al. v. A.P. Green
Refractories, et al., Jackson County
Case No. 00-CV-207056